Focus:
There are lot of pitfall related to the decisions made in this area of a project.
Focusing mainly on the Build vs Buy decision that needs to happen before the start
of the project. Small portions of all the other knowledges areas have to be
considered in this decision making process. In todays world of software
development, there is another factor beside build or buy, which is integrate.
Software projects are fast becoming integration project of several different
technologies/solutions that already exist into becoming the solution one needs.

Major Steps:
Determining purchase or acquire to start with and then what to purchase? The
later question can be answered by several products or services, and a
determination needs to ve made as to which are better not only for the current
project but for the future project that are in the pipeline.
Obtain bids and estimates along with RFP’s ( Requests For Proposal ). Reviews
these bids with stakeholders and potential players in the project team. Once the
product or service is identified, negotiate. Draw up contract and document the
relationship with the seller or vendor of the products and services.
And Finally, close the contract if any in a timely manner.

Experience:
Unlike normal everyday purchases that we make as individuals, purchase of
products and service are highly negotiable with several different areas to discuss.
The ultimate result of the negotiation should be a mutual benefit for both parties
rather than something that ends in bitter relationship for years to come.